SMARTER THAN THE LEVEL OF COMPETITION PUT TOGETHER

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DEDICATION

This book is dedicated to my wife (Diana Cobbinah Osei), two sons (Mishkin Cobbinah Osei and Stieglitz Kokro Osei), my siblings (Abigail Osei Boatemaa, Linda Osei and Ampratwum Osei), my mum and dad (Paulina Serwaa and Kwadwo Osei), my uncle and wife (Benjamin Newman Kokro and Agnes Kokro) and their children

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Wholeheartedly, I acknowledge GOD for what He has done for me to achieve this dream. I cannot be oblivious of the momentous role Reverend Benjamin Wettey Quaye and Reverend Emmanuel Dominic Annor played for their spiritual inspiration and insights into making sure that the aim for writing this book was operationalised.

FOREWORD

Explosively, you can experience culminating positive life development when you operationalize your seismic smartness as done by lionized personalities like: Jan Koum, Marcus Goldman, Frank Lloyd Wright, Tjalling Charles Koopmans and others.

Bismark with his experience has addressed these appurtenant issues in this book. These include: sharpening your smartness to shape the direction of the competition for monumental legacy of excellence, potential to reach millions with your smartness and be an answer to the cry of millions, you are the diamond the world is waiting for your transcendental impactfulness to trumpet your achievements, irresistible surge towards efficaciously operationalizing your smartness to transform yourself as self-made millionaire, resourcefulness of generational thinkers and achievers to build your competitiveness anchored on panoramic smartness, engineering your mind with substantial values to create your personal world with rebalancing of explosiveness and other relevant issues.

CHAPTER ONE

POTENTIATING WAYS OF SHARPENING YOUR SMARTNESS

1.0 Introduction

Monumentally, in this chapter you will understand that, one of the substantial running requirements that plays quintessential role for experiencing culminating positive life development is your agility to sharpen your smartness. In this chapter, you will understand it is a crystallizing-domineering instrumentality that make you smarter than the whole level of competition put together with respect to your field of discipline. Preventing you from living consistently on the thinking results and achievements of others. But instead engineering your mind with substantial values to create your personal world with rebalancing of explosiveness. This chapter is made up of two thematic areas: smartness as a substantial running requirement and potentiating ways of sharpening your smartness.

1.1 Smartness as a substantial running requirement

Acceleratively, deepen your escalatory understanding on the fact that, one of the domineering instrumentalities that plays quintessential role for you to experience culminating positive life

development is your ability to sharpen your smartness relentlessly. Indeed, it is an incontrovertible fact that, when you rebalance yourself with the appurtenant explosiveness of smartness you will be able to discover the world you never knew it existed. Legion of personalities that have become beleaguering underperformers and perennial under-achievers, are in that deleterious situation because they are bereft with the panoramic attitude of smartness. Somebody will ask why is it very appurtenant to equip yourself with the panoramic attitude of smartness. Perspicuously, it is appurtenant to equip yourself with this because it prevents you from living consistently on the thinking results and achievers of others.

People who live consistently on the thinking results and achievements of others cannot take dictatorship and command over the content of their dream. This is because they are always subservient to others' permeating ideas, substantial values and profound resourcefulness. Be hell-bent and dead-set to create your own personal world with your panoramic attitude of smartness but not be a puppet under other peoples' thinking results and achievements.

Robin S. Sharma (Canadian – Lawyer) once said that;

"Greatness comes by doing smart things each and every day. Comes from taking little steps, consistently in your professional and personal life that is ordinary, so that a day eventually arrives when all that's left is The Extraordinary."

This reminds me of the panoramic attitude of smartness of a venerated personality like Jan Koum. Jan Koum is a Ukrainian-American billionaire businessman and computer programmer. Co-founder and former CEO of WhatsApp which was acquired by Facebook in 2014 for US$19.3 billion. According to Forbes, he has an estimated net worth of US$15.2 billion as of October 2023. He became interested in computer programming at the age of 18, hence he enrolled at San Jose State University whiles simultaneously working at Ernst & Young as a security tester.

Later on, he started working with w00w00 as a computer security in 1996. He came in contact with Brian Acton whiles working at Ernst & Young in 1997. Later on, he was hired by Yahoo! as an infrastructure engineer. Koum and Acton worked at Yahoo! a period of 9 years. Both applied to work at Facebook but they were rejected.

Koum bought an iPhone in 2009, he realized that the then seven-month-old App Store was about to spawn a whole new industry of apps. With his panoramic attitude of smartness, he got the idea that he can create an app for mobile phones, so he discussed with his friend, Alex Fishman.

His friend saw this as a laudable idea, hence Koum chose the name WhatsApp because it sounded like "what's up". He incorporated WhatsApp in California on his 33rd birthday. Initially, WhatsApp was not popular until Apple added push notification ability to apps in June 2009. Koum changed WhatsApp to "ping" users when they received a message, this made WhatsApp a messaging tool, in place of SMS. This burgeoned large number of users with the app.

In 2014, Mark Zuckerberg offered Jan Koum and his business partners a proposal to buy WhatsApp for US$19 billion and requested Koum to be part of the board of Facebook. Wrap your mind around this, Jan Koum who was rejected for employment at Facebook. He came back to his senses and sharpen his smartness, he did not live consistently on the thinking results of Mark Zuckerberg and the achievements of Facebook.

He challenged the efficiency and productivity of his mind with the eclectic smartness to create his personal world with the establishment of WhatsApp. Now Facebook wanted to buy his company and requesting him to be part of the board of Facebook. With his transcendental impactfulness and impeccabilities took him to a place of real living but not mere existence.

1.2 Potentiating ways of sharpening your smartness

This section of the book elaborates on potentiating ways of sharpening your smartness for you to experience culminating positive life development.

i) Result-oriented ideas and profound strategies from self-made millionaires

Expansively, in your quest to sharpening your smartness to shape the direction of the competition in your field of discipline to establish monumental legacy of excellence. There is the need to extrapolate result-oriented ideas and vibrant implementation strategies from self-made millionaires which are in concomitant with your ambition to shape the content of your dream.

Don’t just extrapolate these things but operationalize them to effectuate a palpable result for transnational impactfulness. Estimates indicate that, there are 59.6 self-made millionaires in the world, connect your mind to the resourcefulness of these generational achievers to build your competitiveness anchored on panoramic smartness.

Brock Lesnar (American – Wrestler) once said that;

“Stay open-minded; stay focused. Train hard and train smart because the recovery time is now for pinnacle positive development.”

There are a lot of approbatory lessons you can extrapolate from a venerated personality like Marcus Goldman. Who over the protracted years of his life sharpened his smartness by extrapolating result-oriented ideas and profound strategies from self-made millionaires. He was a Jewish American investment banker, businessman and financier, who founded Goldman Sachs, the world’s second largest investment bank. He started his career as a peddler with horse-drawn cart, later became a shopkeeper at Philadelphia.

Later on, he set up a “shingle on Pine Street” in lower Manhattan, identifying himself as a broker of IOUs. The early stage of this business, he transacted US$5 million worth of commercial papers a year, single-handedly.

Even though he was successful, it was insignificant in the financial market when you compare it with that of J. & W. Seligman & Co. These guys were already modern-day investment bankers experienced in underwriting and trading railroad bonds. Due to his smartness, he invited his son-in-law, Samuel Sachs, to join him in the business in 1882. They changed the firm's name to Goldman Sachs, business activities boom making them transact US$30 million worth of commercial papers on average per year. In 1896, the company joined the New York Stock Exchange (NYSE). This did not happen by serendipity (chance) but instead through the smartness of Marcus Goldman and Samuel Sachs.

ii) Repertoire of ideas and assertive strategies from over 600 fields of disciplines

Assertively, in order to engineer yourself with the panoramic attitude of smartness which will play a portentous role.

Towards moving you from parlous state of development to propitious state of development. Then it is relevant to equip yourself with repertoire of ideas and assertive strategies from over 600 fields of disciplines. There are over 600 fields of academic disciplines ranging from economics, engineering, mathematics, statistics, physics, archaeology, psychology, architecture, sociology and other fields of academic disciplines.

There are plethora of reverberating ideas and assertive strategies emerging from these academic disciplines in the global world. With your proactive resurgence and irresistible surge connect your mind to this resourcefulness to think associatively. Thinking associatively implies that, your ability to borrow an idea from one field of discipline to create new permeating and penetrating idea in other field of discipline to create innovative products and services to run ahead of the competition.

Brock Pierce (American – Businessman) once said that;

"Every smart person that I admire in the world, focus on this concept of driving force of rebalancing themselves to effectuate massive accomplishments through acts of smartness"

Wrap your mind around the smartness of illustrious architect like Frank Lloyd Wright. He was an American architect, designer, writer and educator. Who over his creative period of 70 years designed more than 1,000 structures. Wright played momentous role in the architectural movements of the twentieth century. Influencing architects worldwide with his works and hundreds of apprentices in his Taliesin Fellowship.

His architecture philosophy was called organic architecture which means designing in harmony with humanity and the environment. Wright was the pioneer of what came to be called the Prairie school movement of architecture and also developed the concept of the Usonian home in Broadacre city. That is his vision for urban planning in the United States. His design spread over original and innovative offices, churches, schools, skyscrapers, hotels, museums and other commercial projects. Wright was recognized in 1991 by the American Institute of Architects (AIA) as "the greatest American architect of all time". During his career, he extrapolated smart creative architectural ideas, strategies and designs from

different fields of disciplines to enhance his competitive creativity, taking the whole world of architecture as his oyster.

iii) Sharpening your smartness by connecting to political parties' manifestos

Overridingly, radically restructure yourself with profoundness by relentlessly connecting your mind to political parties' manifestos to build your competitive integrated edge of smartness. Most importantly, there are over 1,300 political parties in the global world. Every election year, these political parties present their manifestos which are made up of resplendent ideas, potentiating-results approaches and blistering catalytic frameworks geared towards propelling economic activities in diverse aspects of the economy. Sharpen your smartness by connecting your mind to these resplendent ideas, potentiating-results approaches and blistering catalytic framework of these political parties' manifestos.

Tjalling Charles Koopmans a Dutch-American mathematician and economist, over his illustrious career sharpen his smartness by extrapolating resplendent ideas, potentiating-results approaches and blistering catalytic frameworks from political parties' manifestos

that helped him to become Nobel laureate by winning 1975 Nobel Memorial Prize in Economic Sciences jointly with Leonid Kantorovich. Due to their introduction of the optimum allocation of resources. The work for which the prize was awarded focused on activity analysis, the study of interactions between the inputs and outputs of production, and their relationship to economic efficiency and prices. In 1950, he became a corresponding member of the Royal Netherlands Academy of Arts and Sciences.

iv) Connecting yourself to highly productive environments and cities that never sleep

Without any ambivalent, with your adaptative capacity you need to constantly connect to highly productive environments and cities that never sleep in the global world which contribute portentously to their countries and global world's GDP. Some of these productive environments include: Bangalore (India's Silicon Valley located at southern Indian state of Karnataka), American's Silicon Valley (southern part of the San Francisco Bay Area), Shenzhen (Silicon Valley of China, located at Nanshan District), Zhongguancun (a technology hub in Haidian District, Beijing), The IT cluster Rhine-

Main-Neckar (Silicon Valley of Germany, located at Rhine-Main and Rhine-Neckar metropolitan regions), Fukuoka (Japan's silicon valley, located at the capital city of Fukuoka Prefecture, along the shores of Hakata Bay), English M4 corridor (England's "Silicon Valley", home to a large number of technology companies, particularly in Berkshire, Swindon and the Thames Valley).

Some of these cities that never sleep include: Barcelona, Berlin, Beirut, Buenos Aires, Cairo, Mecca, Chicago, Dhaka, Dubai, Karachi, Lagos, Las Vegas, London, Madrid, Madurai, Manila, Moscow, Mumbai, Rio de Janeiro, São Paulo, Shanghai and Valencia. Multitudinous of the world’s eclectic ideas, stupendous-results approaches and blistering catalytic frameworks emanate from these environments frequently. Connecting your mind to these environments sharpen your smartness to enhance the productivity and efficiency of your mind. This will help you to stimulate your waves of massive accomplishments.

Paul J. Meyer (American – Businessman) once said that;

"Productivity is never an accident. It is always the result of a commitment to excellence, intelligent planning and focused effort".

v) Advanced countries' public sector efficiency

Conscientiously, one of the substantial running requirements that has helped advanced countries is their public sector efficiency that has played portentous role in their leapfrogging development. Public sector efficiency is indeed vehement indispensable instrumentality propelling effective governance. Periodically, penetrating ideas and overriding resurgence approaches emanate from these public sectors that have contributed ginormously towards these seismic results.

Be hell-bent and dead-set towards connecting your mind to these penetrating ideas and overriding resurgence approaches to sharpen your smartness. In order to move with the new era of speed for pinnacle positive development. Yuan Longping, Chinese agronomist and inventor, has sharpened his smartness in the field of agriculture by relentlessly connecting his mind to penetrating ideas and overriding resurgence approaches.

From the agriculture sector of a lot of advanced countries especially those countries that are experiencing speedy development of the agriculture sector.

In the 1960s, he had the idea of hybridizing rice to increase its yield after reading of similar research that was underway successfully in maize and sorghum. He was a member of the Chinese Academy of Engineering known for developing the first hybrid rice varieties in the 1970s, part of the Green Revolution in agriculture. Due to his contributions, Yuan is known as the "Father of Hybrid Rice", his smartness propelled his contributions. This hybrid rice has served as food security and robust food source for a lot of countries in regions such as Africa, America and Asia, this help to save over 500 million people out of starvation.

Currently, his rice accounts for 50 percent of China's total number of rice paddies, these hybrid rice paddies yield 60 percent of the total rice production in China. Due to his smartness with this hybrid rice, China’s total rice output rose from 56.9 million tons in 1950 to 194.7 million tons in 2017. He was awarded the 2004 World Food Prize and the 2004 Wolf Prize in Agriculture.

He was able to sharpen his smartness due to his ability to constantly extrapolate penetrating ideas and overriding resurgence approaches from agriculture sectors among advanced countries.

vi) Your clairvoyance will sharpen your smartness

Seemingly, in sharpening your smartness there is the aggressive need through your clairvoyance make proper prediction. About future transition in entrepreneurial ideas, productivity, efficiency and competitiveness in your field of discipline in the next 1-5 years. Connect your mind to it to run ahead of the competition to sharpen your smartness, this will help you to out-smart the transition ahead of time. This approbatory development can be achieved through your agility to equip yourself with reverberating radical knowledge, transnational relevant experience and assertive regenerative strategies having a bird-eyed view and eagle-broad perspectives on protracted current and future activities from 196 global countries.

President and CEO of the Saudi Arabian oil company (Saudi Aramco), Amin Hassan Naser, has over the years been able to sharpen his smartness through his effective clairvoyance helping the world's largest oil producer to perform exceedingly.

He became acting president and chief executive in May 2015 before assuming the position permanently in September 2015. He began his career in 1982 at the company as an engineer in the oil production department and proceeded to work in drilling and reservoir management. In 1997, he became the manager of the Ras Tanura Producing Department.

He later became the manager of the Northern Area Production Engineering Department. He was appointed Chief Petroleum Engineer in 2004 and became Senior Vice President of Saudi Aramco's Upstream operations in 2008. With his clairvoyance sharpening his smartness, he led the company to be the world's most valuable listed company. This helped the company to acquire Saudi petrochemicals giant, SABIC, in 2020. Due to this, the net profit of Saudi Aramco in 2022 was approximately US$161 billion. It was one of the most profitable companies in the world, and over doubled its net income compared to financial year of 2019.

1.3 Summary of chapter

After thoroughly reading this chapter, you will understand that the following ways will help you to sharpen your smartness:

- Expansively, in your quest to sharpen your smartness to shape the direction of the competition in your field of discipline to establish monumental legacy of excellence. There is the need to extrapolate result-oriented ideas and vibrant implementation strategies from self-made millionaires which are in concomitant with your ambition to shape the content of your dream.
- Assertively, in order to engineer yourself with the panoramic attitude of smartness to move you from parlous state of development to propitious state of development. It is relevant to equip yourself with repertoire of ideas and assertive strategies from over 600 fields of disciplines.
- Overridingly, radically restructure yourself with profoundness by relentlessly connecting your mind to political parties' manifestos. Every election year, these political parties present their manifestos which are made up of resplendent ideas, potentiating-results approaches and blistering catalytic frameworks geared towards propelling economic activities in diverse aspects of the economy.

- Without any ambivalent, with your adaptative capacity you need to constantly connect to highly productive environments and cities that never sleep in the global world. Their eclectic ideas, stupendous-results approaches and blistering catalytic frameworks emanating from these environments frequently.
- Periodically, penetrating ideas and overriding resurgence approaches emanate from developed countries' public sectors efficiency. Be hell-bent and dead-set towards connecting your mind to these penetrating ideas and overriding resurgence approaches to sharpen your smartness.
- Seemingly, in sharpening your smartness there is the aggressive need through your clairvoyance to make proper prediction. About future transition in entrepreneurial ideas, productivity, efficiency and competitiveness in your field of discipline in the next 1-5 years to sharpen your smartness.

CHAPTER TWO

OPERATIONALIZING YOUR SMARTNESS TO MAKE YOURSELF SELF-MADE MILLIONAIRE

2.0 Introduction

Domineeringly, this chapter will help you to deepen your escalatory understanding on the fact that, you are the diamond the world is waiting for your transcendental impactfulness. With your propellant mindset, you should exhibit proactive resurgence and irresistible surge towards efficaciously operationalizing your smartness to transform yourself as self-made millionaire. Helping you to experience blistering phenomenal sense of accomplishments to shape the direction of the competition. This chapter is made up of two thematic areas: seismic achievements with your smartness and blistering ways of operationalizing your smartness to make yourself self-made millionaire.

2.1 Seismic achievements with your smartness

Developmentally, you need to impose your brilliance on the world with your smartness by building yourself as self-made millionaire. You are not in this world to just balance the ecosystem.

But instead enable the world experience its seamless fine architectural values with total reflection of your performance. When you efficaciously effectuate your smartness as a transmission mechanism helping you to convert your mental blocks to building blocks. Without any equivocation, I want you to understand that I see a business magnet in you, this can be possible when you operationalize your smartness to make yourself self-made millionaire.

Overridingly, this agenda of building yourself as self-made millionaire is relevant because the world is surging towards building sustainable and smart entrepreneurship economies. You can become part of this propitious agenda when you stagger the magnet in you towards building yourself as self-made millionaire. Your inability to become part of this agenda implies that, you cannot converge with the new era of speed to withstand the vulnerabilities from global economic encumbrances.

Gina Rinehart (Australian – Businesswoman) once said that;

“There is no monopoly on becoming a millionaire. If you're jealous of those with more money, don't just sit there and complain - do something to make more money yourself.”

Wrap your mind around a lionized personality like Lars Rebien Sørensen, who over the protracted years made himself self-made millionaire through the establishment of vast business empires. This helped him to move with the new era of speed of global convergence of performance. He is a Danish businessman and former CEO of the pharmaceutical company, Novo Nordisk. Currently, he is the board chairman of Novo Nordisk Foundation (from 2018) and Novo Holdings A/S. He started working with Novo Nordisk in 1982 within the marketing of enzymes.

Later on, he became the sales and marketing director for the enzyme department in 1989. In 1994, he joined Group Executive Board of Novo Nordisk. In 2000, the enzyme department was de-merged from Novo Nordisk and became its own entity, Novozymes. Later on, he took over the position of CEO for Novo Nordisk. He was the CEO of the company from the period 2000 to 2016.

Lars Rebien Sørensen was a representative in the Danish Central bank, having a seat at the board of directors in Axcel Management A/S, Thermo Fischer Scientific Inc. (USA), Essity AB (Sweden), Jungbunzlauer Suisse AG (Switzerland) and Novo Holdings A/S. His ability to build himself as self-made millionaire has helped him to converge with the new era of speed, helping him to withstand the vulnerabilities from global economic encumbrances.

2.2 Blistering ways of operationalizing your smartness to make yourself self-made millionaire

This section of the book expounds on blistering ways of operationalizing your smartness to make yourself self-made millionaire.

i) Connecting to major global policies

Overwhelmingly, with your unparalleled meaningful insights work towards commingling with global self-made millionaires. This can be effectuated by relentlessly connecting to major global policies that have been implemented by productive companies, effective corporate institutions, robust global institutions, competitive

countries, NGOs and foundations that were existing from 18th century to date.

Examine some of these multitudinous policies ranging from: trade policies, marketing policies, finance policies, insurance policies, housing policies, tourism policies, environmental policies, health policies, agricultural policies, policies on governance, cultural policies, managerial policies, policies on poverty reduction, policies on gender equality and others. Examine the permeating ideas, unconventional strategies and revolutionary approaches that helped these policies to intensify these bodies' productivity and the world's GDP. With your smartness, find out entrepreneurial and business ventures you can create out of these to build yourself as self-made millionaire.

Mohamed Al-Fayed as an Egyptian businessman operates his businesses in United Kingdom from the mid-1960s. Over the years, he has built himself as self-made billionaire with business activities including: ownership of the Hôtel Ritz Paris, Harrods department store and Fulham Football Club (FFC). Before his death in 2023, he had total estimated wealth of US$2 billion.

In the early stage of his career, he started shipping company with his brothers in Egypt, before moving its headquarters to Genoa, Italy, with offices in London. In 1964, he entered a close relationship with Haitian leader François Duvalier, known as 'Papa Doc', and became interested in the construction of a Fayed-Duvalier oil refinery in Haiti. He also associated with the geologist, George de Mohrenschildt. In the middle of 1960s, he met Sheikh Rashid Bin Saeed Al Maktoum (ruler of Dubai) with the idea of helping him transform Dubai.

This led to the establishment of IMS (International Marine Services) in 1968. Due to his smartness, Fayed introduced British companies like the Costain Group (of which he became a director and 30% shareholder), Bernard Sunley & Sons and Taylor Woodrow to the emirate to carry out the required construction work. Later on, he became the financial adviser to the then Sultan of Brunei Omar Ali Saifuddien III in 1966. In 1979, he bought The Ritz hotel in Paris for US$30 million. In 1984, Fayed and his brothers purchased a 30% stake in the House of Fraser, a group that included the London store Harrods, from Roland 'Tiny' Rowland, the head of Lonrho.

In 1985, he and his brothers bought the remaining 70% of House of Fraser for £615 million. In 1972, he purchased the Balnagown estate in Easter Ross, Northern Scotland and he invested more than £20 million to create a tourist accommodation business. Mohamed Al-Fayed was able to effectuate this, because he constantly sharpened his smartness by extrapolating permeating ideas, unconventional strategies and revolutionary approaches from major global policies.

ii) Connecting to global products, services, recipes, substances and business models

Conscientiously, equip yourself with comprehensive perspectives by connecting to global products, services, food recipes, substances (chemical, agricultural, pharmaceuticals), business models and others.

From the 18th century to date, the global world has experienced eclectic products, services, food recipes, substances (chemical, agricultural, pharmaceuticals), business models and others. That helped to shape the direction of the competition in global trend of productive activities. Examine permeating ideas, unconventional strategies and revolutionary approaches that helped these to

intensify the world's GDP. With your smartness, find out entrepreneurial and business ventures you can create out of these to build yourself as self-made millionaire.

Inundate yourself with venerable lessons from personalities like Asa Griggs Candler and Philip Hampson Knight & Micheal Bowerman who made themselves self-made millionaire connecting their minds to chemical substances and purchased shoes respectively. Asa Griggs Candler Sr. was an American business tycoon and politician who in 1888 purchased Coca-Cola recipe for US$238.98 from chemist John Stith Pemberton in Atlanta, Georgia. With his smartness, he created a business out of the Coca-Cola recipe, resulting in the formation of Coca-Cola Company in 1892.

John Stith Pemberton was an American pharmacist and Confederate States Army veteran who is best known as the inventor of Coca-Cola. He sustained a lot of injuries to his chest during the Battle of Columbus. In his attempt to treat himself as a chemist, he experimented with a lot of chemical substances. He later discovered a substance from coca and coca wines which led to the creation of Coca-Cola chemical substance.

Asa Griggs Candler due to his smartness, purchased this chemical substance to create a business venture out of it. By 1895, the company was distributing Coca-Cola drinks nationwide in the United States. It first started exporting in 1899 to Cuba and to Europe two years later.

Philip Hampson Knight is an American billionaire business magnate who is the co-founder and chairman emeritus of Nike, Inc., a global sports equipment and apparel company. Over the protracted years, by connecting his mind to a shoe bought from Japan, he transformed himself into self-made billionaire with estimated worth of US$45 billion as at December, 2023. In 1962, he travelled to Kobe (Japan) where he discovered Tiger brand running shoes which was manufactured by Onitsuka Co., now known as Asics. Being impressed with the quality and its low cost he secured distribution rights from Onitsuka to distribute it in western United States. When he received the shoe samples, he mailed two pairs to Bowerman at the University of Oregon, hoping to gain both a sale and an influential endorsement.

Bowerman sharpened his smartness by informing him to form partnership to produce the product themselves. The partnership was formed in 1964 with the establishment of Blue-Ribbon Sports company which later became the Nike company.

iii) Connecting to highly productive global professions

Expansively, if you want to effectuate crystallizing and staggering results that will transform you into self-made millionaire, then there is the need for you to exhibit proactive resurgence. Towards connecting your mind to permeating ideas, unconventional strategies and revolutionary approaches from highly productive global professions to build yourself as self-made millionaire.

Examine these permeating ideas, unconventional strategies and revolutionary approaches that helped to direct the transition in performance and efficiency in carrying out these activities that shaped economies and global GDP. Spend quality time examining productive and competitive professions: law, architecture, lecturing, advertising, publishing, politics, engineering, agronomist, nursing, doctor, economist, stock broker, financial security underwriters, pharmacist and others.

With your smartness, extract resourcefulness from these professions, find out entrepreneurial and business ventures you can create out of these to build yourself as self-made millionaire.

Damien Steven Hirs, English artist and art collector, over the protracted years transformed himself as self-made millionaire in the field of fine art and painting by sharpening his smartness. By extrapolating permeating ideas, unconventional strategies and revolutionary approaches from the profession and other appurtenant professions. He is reportedly the United Kingdom's richest living artist, with his wealth estimated at US$384 million in the 2020 Sunday Times Rich List.

Due to his smartness, as one of the Young British Artists (YBAs) dominated the art scene in the UK during the 1990s. One of his best-known works is called “The Physical Impossibility of Death in the Mind of Someone Living”. In 2008, he auctioned some of his works (Beautiful Inside My Head Forever) which generated estimated amount of £111 million (US$198 million) breaking the existing record of £10.3 million (The Golden Calf).

This illustrious achievements of Damien Steven Hirs did not happen by accident but instead his smartness by extrapolating permeating ideas, unconventional strategies and revolutionary approaches from his profession and other appurtenant professions.

iv) Connecting to domineering entrepreneurial ideas

Domineeringly, understand that you are the diamond the world is waiting for your transcendental impactfulness to trumpet your achievements. With your tenacity and aggressiveness, streamline your internal structures to connect to domineering entrepreneurial ideas from 18th century to date. That helped economies and the global economy to leapfrog in productivity and efficiency. Examine these domineering entrepreneurial ideas with their unconventional strategies and revolutionary approaches that helped to create multitudinous self-made millionaires for the global world. With your smartness, find out entrepreneurial and business ventures you can create out from these to build yourself as self-made millionaire.

Wrap your mind around lionized personality like Marcos Eduardo Galperin, Argentine billionaire businessman, who over the seamless years have made himself self-made billionaire.

By relentlessly connecting to domineering entrepreneurial ideas with their unconventional strategies and revolutionary approaches. His estimated worth as at October 2023 was US$5.3 billion. He is the co-founder, chairman, president and CEO of MercadoLibre. He started his company whiles in business school at Stanford University. Later on, his company received financial support from JPMorgan partners, Flatiron partners, Hicks Muse Tate and Furst, Goldman Sachs, GE Capital and Banco Santander Central Hispano.

In September 2001, eBay acquired 19.5% of MercadoLibre in exchange for eBay's Brazilian subsidiary of Ibazar.com.br. Then after, MercadoLibre became eBay's exclusive partner for the Latin American region. He is being regarded as one of the prominent Argentina's internet entrepreneurs. He received a Konex Award in 2008 and a Platinum Konex Award in 2018 as the most important businessman of the last decade in Argentina. It is an incontrovertible fact that, these achievements were possible because Marcos Eduardo Galperin sharpened his smartness. By extrapolating domineering entrepreneurial ideas with their unconventional strategies and revolutionary approaches.

v) Connecting your mind to top-universities

Monumentally, you have to be poised to give yourself the best possible shape with competitive integrated edge towards building yourself as self-made millionaire. Your ability to effectuate this, will take you to a place of real living but not mere existence. One of the crystallizing instrumentalities that can help you to achieve this, is by connecting your mind to top-universities that have produced myriad of self-made millionaires and billionaires for the global world.

Examine these top-universities the colossal of domineering entrepreneurial ideas with their unconventional strategies and revolutionary approaches that have emanated from these universities from 18th century to date. That have served as propellant creating these self-made millionaires and billionaires for the global world. Examples of these top-universities: Harvard, Stanford, Cornell, California, Florida, Princeton, Pennsylvania, Chicago state, Oxford, Columbia, Yale, MIT, Cambridge, Imperial College London, ETH Zurich, National University of Singapore and others.

Statistics indicates that, Harvard University, Stanford University and the University of Pennsylvania have produced the most centi-millionaires in the world.

Deanna Jump an American educationist made herself self-made millionaire by sharpening her smartness through colossal of domineering entrepreneurial ideas with their unconventional strategies and revolutionary approaches that have emanated from top-universities. In the early stage of her life, she struggled to support a family of three children. With her smartness, she created innovative teaching ideas through the website 'TeachersPayTeachers.com'. In the first year, she made US$300 but gradually the popularity of her lessons grew. Her sales increased to 161,000 copies of her 93 separate units, giving her total earnings of US$213,000. She has received inquiries from teachers all over the world from Asia to Africa, and being considered a true inspiration by teachers all around the world. Over the protracted years, her sales have increased exponentially transforming her to become self-made millionaire.

vi) Connecting to highly productive & competitive environments and cities that never sleep

Ostensibly, there is the overriding need to engineer yourself with strong incentives of substantial values. By connecting your mind to highly productive and competitive environments and cities that never sleep.

Repertoire of permeating ideas with their unconventional strategies and revolutionary approaches have emanated from these productive & competitive environments and cities that never sleep. Aggressively, spend ginormous time examine these environments from 18th century to date. With your smartness, find out entrepreneurial and business ventures you can create out of these to build yourself as self-made millionaire to experience blistering phenomenal sense of accomplishments.

Some of these productive and competitive environments include: Bangalore (India's Silicon Valley located at southern Indian state of Karnataka), American's Silicon Valley (southern part of the San Francisco Bay Area), Shenzhen (Silicon Valley of China, located at Nanshan District) Zhongguancun (a technology hub in Haidian

District, Beijing), The IT cluster Rhine-Main-Neckar (Silicon Valley of Germany, located at Rhine-Main and Rhine-Neckar metropolitan regions), Fukuoka (Japan's silicon valley, located at the capital city of Fukuoka Prefecture, along the shores of Hakata Bay), English M4 corridor (England's "Silicon Valley" home to a large number of technology companies, particularly in Berkshire, Swindon and the Thames Valley). Some of these cities that never sleep include: Barcelona, Berlin, Beirut, Buenos Aires, Cairo, Mecca, Chicago, Dhaka, Dubai, Karachi, Lagos, Las Vegas, London, Madrid, Madurai, Manila, Moscow, Mumbai, Rio de Janeiro, São Paulo, Shanghai and Valencia.

Takemitsu Takizaki, Japanese billionaire businessman, over the ginormous years has transformed himself as a self-made billionaire by sharpening his smartness. By extrapolating repertoire of permeating ideas with their unconventional strategies and revolutionary approaches that have emanated from these productive and competitive environments. His net worth as at September 2022 was estimated at US$18.6 billion, he is honorary chairman and founder of Keyence.

Keyence is a Japanese manufacturer of automation sensors, vision systems, barcode readers, laser markers, measuring instruments and digital microscopes. He established this company in 1974, over the years due to his smartness has helped the company to burgeon in productivity, efficiency, competitiveness and its profitability has transformed him to be a billionaire.

2.3 Summary of chapter

After thoroughly reading this chapter, you will understand that the following ways will help you to build yourself as self-made millionaire with your smartness:

- Examine the permeating ideas, unconventional strategies and revolutionary approaches that helped major global policies to intensify productivity of the world. With your smartness, find out entrepreneurial and business ventures you can create out of these to build yourself as self-made millionaire.
- Examine permeating ideas, unconventional strategies and revolutionary approaches that helped global products, services, recipes, substances and business models to

intensify the world's GDP. With your smartness, find out entrepreneurial and business ventures you can create out of these to build yourself as self-made millionaire.

- Connect your mind to permeating ideas, unconventional strategies and revolutionary approaches from highly productive global professions from 18th century to date. With your smartness, find out entrepreneurial and business ventures you can create out of these to build yourself as self-made millionaire.
- With your tenacity and aggressiveness streamline your internal structures to connect to domineering entrepreneurial ideas from 18th century to date, that helped economies and the global world to leapfrog in productivity and efficiency. Examine these domineering entrepreneurial ideas with their unconventional strategies and revolutionary approaches that helped to create multitudinous self-made millionaires for the global world.
- Examine top-universities the colossal of domineering entrepreneurial ideas with their unconventional strategies and revolutionary approaches that have emanated from these

universities from 18th century to date, that have served as a propellant creating these self-made millionaires and billionaires for the global world.

- Ostensibly, engineer yourself with strong incentives by connecting your mind to highly productive & competitive environments and cities that never sleep. Repertoire of permeating ideas with their unconventional strategies and revolutionary approaches that have emanated from these productive & competitive environments and cities that never sleep.

CHAPTER THREE

COLONIZING THE WORLD WITH YOUR SMARTNESS

3.0 Introduction

Monumentally, this chapter will equip you with staggering mindset that, you can colonize the world with your smartness strategies by helping the world to experience culminating positive life development. This chapter will help you to appreciate that, you have the potential to reach millions and be an answer to the cry of millions. Because there is something inside you the world is in need of, that thing is your seismic smartness. This chapter is made up of two thematic areas: potential to reach millions with your smartness and eclectic ways of colonizing the world with your smartness.

3.1 Potential to reach millions with your smartness

Without any equivocation, explore your smartness towards colonizing the world with your resourcefulness. Because you have the potential to reach millions and be an answer to the cry of millions. Unflaggingly, always operate with the propellant mindset that there is something inside you the world is in need of, that thing

is your seismic smartness to impose your brilliance. Helping the world to experience rebalancing with explosiveness of performance. Helping the world not to lower its expectation to meet its performance but raising its performance to meet its expectation. Prodigiously, operate with the mindset that, it will be impossible to have this world without you when you radically restructure yourself towards colonizing the world with your smartness.

Patrick Lencioni (American – Writer) once said that;

"Smart people operate with a propellant mindset influencing the world's trend of protracted activities. With their strong work ethic, they are determined to get things done, and contribute any way they can for the world to reach its pinnacle".

Explosively, you can colonize this world with your smartness with the introduction of a new trend of business that directs the destiny of the world. You can think of an inimitable personality like Michael Aldrich who introduced e-commerce (online shopping) in 1979 which has directed the destiny of the world towards e-commerce business.

In 1979, with his smartness he invented online shopping to enable online transaction processing between consumers and businesses, or between one business and another, a technique known as e-commerce. In 1980, he invented the Teleputer, a multi-purpose home infotainment center that was a fusion of PC, TV and Telecom networking technologies. In 1981, he developed the concept of interactive broadband local loop cable TV for mass market consumer telecommunications.

His career in the IT industry spanned over a period of 38 years, he spent 20 years working as the CEO of an international computer company, Redifon/Rediffusion/ROCC computers. Upon his retirement in 2000, he became non-executive chairman of the company from the period 2000 to 2004. He also worked for Honeywell (now Groupe Bull) and Burroughs corporation (now Unisys). During his career he served in the following positions: IT adviser to British prime minister Margaret Thatcher (1981–1986), IT adviser to the Confederation of British Industry (January 1982-December 1983), president of the Institute of Information Scientists (1984–1985) and chairman of the Tavistock Institute of Human

Relations (1989–1999). His introduction of e-commerce has so much influence on the world's repository of endowment. In 2020, e-commerce transactions contributed 2.3% of the global GDP.

The monetary value of e-commerce transactions in 2022 was estimated over US$10 trillion. Between the period 2017 to 2020, it experienced Compound Annual Growth Rate (CAGR) of 13%. This has helped to create new jobs and stimulate economic growth, as small businesses are able to invest in new products and services, hire new employees and expand their operations.

In addition, e-commerce has positive impact on the global economy by creating new markets and increasing cross-border trade. The smartness of Michael Aldrich towards introducing e-commerce has led to the creation of over 12 million e-commerce companies in the global world. Examples of these companies include: Shopify, Amazon, eBay, Etsy, Craigslist, Meta, Walmart, Target, Best Buy, Alibaba and others.

3.2 Eclectic ways of colonizing the world with your smartness

This section of the book expounds on eclectic ways of colonizing the world with your smartness.

i) Adoption of American educational system

Incontrovertibly, one of the dominant factors that has played a precipitating role in lower economic performance of developing and lower-middle income countries is their ineffective educational systems. These ineffective educational systems are monstrous to their development as it does not help to enhance the productivity and efficiency of the minds of the citizenry.

In order to build their competitive creativity to help their economies reach the nirvana. Expressively, you can colonize this world by employing your smartness strategies towards helping these developing and lower-middle income countries to adopt the American educational system for their educational sector to boost their productivity and the global economy. Employ your smartness strategies by strongly advocating for these governments to adopt this system to help their economies.

Martin Luther King, Jr. (American – Leader) once said that; "The function of education is to teach one to think intensively and to think critically. Intelligence plus character - that is the goal of true education".

American educational system that has helped to propel its growth was introduced by Horace Mann. He was an American educational reformer, slavery abolitionist and Whig politician. He is best known for his commitment towards promoting public education due to this he is regarded as "The Father of American Education". In 1837, he was appointed as secretary for newly created Massachusetts Board of Education, that was where he began his educational reforms. As secretary of education, Mann held teachers' conventions, delivered numerous lectures and addresses, carried on an extensive correspondence and introduced numerous reforms.

He strongly advocated for the need for imposition of tax geared towards supporting elementary public education. His argument was that, more tax supporting the educational system will help make the economy more productive and profitable.

Most northern states adopted his educational reform version he established at Massachusetts, especially the program for "normal schools" to train professional teachers. Most U.S states adopted his version of educational system he established in Massachusetts.

ii) Effective economic management model and governance system

Seemingly, it is a palpable fact that developing and lower-middle income countries have received ginormous financial assistance from developed countries, G-20, Paris Club of Nations and other global institutions. But still these countries have not been able to effectuate the needed crystallizing and staggering results to give their economies the best possible shape to aggrandize their standard of living.

With your zestfulness and energetic potentialities to colonize this world, employ your smartness strategies towards the introduction of effective economic management model and governance system which will be adopted by them to help speed up productivity of these countries.

Venerated personality like Paul Anthony Samuelson over 60 years of his career as an economist introduced effect economic model towards enhancing economic activities among countries. Samuelson was an American economist who was the first American to win the Nobel Memorial Prize in Economic Sciences. Upon winning the award in 1970, the Swedish Royal Academies stated that “he has done more than any other contemporary economist to raise the level of scientific analysis in economic theory". Economic historian Randall E. Parker has called him the "Father of Modern Economics", and The New York Times considers him to be the "foremost academic economist of the 20th century." President Bill Clinton commended Samuelson for his "fundamental contributions to economic science" over 60 years.

He became an assistant professor of economics at Massachusetts Institute of Technology (MIT) when he was 25 years of age and a full professor at age 32. In 1966, he was named Institute Professor, MIT's highest faculty honor, he helped turned the Department of Economics into a world-renowned institution by persuading winners of the Nobel Prize: Robert Solow (Samuelson's protégé), Robert C.

Merton (one of his doctoral students), Franco Modigliani, Joseph Stiglitz and Paul Krugman to join the faculty. During his illustrious career, he became the advisor to President John F. Kennedy and President Lyndon B. Johnson. Moreover, a consultant to the United States Treasury, the Bureau of the Budget and the President's Council of Economic Advisers.

Some of his works that helped to intensify economic activities among countries include: consumer theory, welfare economics, capital finance (particularly the efficient-market hypothesis), public finance (particularly optimal allocation), international economics (particularly the Balassa–Samuelson effect and the Heckscher–Ohlin model), macroeconomics (particularly the overlapping generations model), market economics and others.

3) Free treatment of highly costly health diseases

Monumentally, there are legion of health cases where a lot of patients suffering from highly costly health diseases treatment like kidney transplant, heart transplant, brain tumor, bone marrow surgery, liver surgery and other related diseases tend to die due to their high-cost health treatment especially among developing and

middle-income countries. The average cost of treating these diseases range from US$60,000 - US$200,000, most of these patients from these countries cannot afford these high-cost of treatment.

Statistics from World Health Organization (WHO) indicates that, every year more than 200,000 patients die from these diseases due to their higher cost of treatment. Proactively, you can colonize this world by helping to build the health capital of these patients affected by these health diseases. Operationalize your smartness strategies that will help these governments from these countries to enhance their revenue-generating capabilities to raise enough funds.

Towards rendering these health services free for economically disadvantaged personalities affected by these diseases especially in developing and lower-middle income countries. This has been a herculean task and daunting hiccup for a lot of countries, employ your smartness strategies to help crack this rebarbative situation. The Astellas Global Health Foundation (AGHF) over the years has helped towards financing the treatment of some of these diseases for low-income earners.

It is an international philanthropic organization focused on helping to build "One World, A Healthier Tomorrow." It is dedicated towards improving access to health by reducing health treatment, building resilient communities and providing disaster support in underserved global communities. The Foundation's efforts are focused on reducing significant unmet medical needs and health access issues facing global communities. That are not equitably served by healthcare infrastructure to help make a sustainable impact on the health of people around the world.

4) Entrepreneurship start-up capital

Perspicuously, the world is poised towards building a sustainable and smart entrepreneurial world to help deal with the perennial problem of unemployment, which in some countries youth unemployment is 30%-45%. With your smartness, help the world attenuate this exacerbating problem to make your name a state of mind to the world. With your smartness strategies, help the world to implement entrepreneurship start-up capital. Employ your smartness strategies to enhance the revenue generating capabilities of these governments to raise enough funds for this policy.

Where the UN through its agencies like World Bank and IMF and its 196 member states introduce a policy where every year each country at least 15%-30% of their youth population who are unemployed get access to entrepreneurship start-up capital.

UN should cap the amount each person receives for example US$2,000 to US$15,000 based on the financial strength of the country. This will help these unemployed people to get access to this fund to embark on entrepreneurial ventures. It is an incontestable fact that, venture capital is contributing towards this approbatory agenda but more needs to be done to deal with this exacerbating problem of unemployment. Help the world to discover this new world of building sustainable and smart entrepreneurial world working conscientiously to plummet unemployment.

Naveen Jain (Indian – Businessman) once said that;

"A person who sees a problem is a human being; a person who finds a solution is visionary and goes out and does something about it is an entrepreneur."

Lionized personality like Anthony Onyemaechi Elumelu has been helping to provide entrepreneurial start-up capital through his foundation (The Tony Elumelu Foundation) to ignite entrepreneurial agilities and resourcefulness to help jettison unemployment. He is a Nigerian economist and philanthropist. He chairs Heirs Holdings, Transcorp, United Bank for Africa (UBA) and the founder of The Tony Elumelu Foundation. In 2020, Elumelu was named on Time's list of the 100 most influential people in the world. In 2005, he joined Allstates Trust Bank and later on worked with United Bank for Africa (UBA). In 1997, Elumelu led a small group of investors to take over a struggling Crystal Bank (later renamed Standard Trust Bank).

He turned it into profitability within few years, after receiving US$20 million from businessman, Femi Otedola. The Tony Elumelu Foundation (TEF) was established in 2010, as an African non-profit organization by Tony O. Elumelu headquartered in Lagos (Nigeria). It is a pioneer member of the Global Impact Investment Rating System (GIIRS) empowering African entrepreneurs in African countries.

Tony Elumelu Foundation Entrepreneurship Programme (TEFEP) has initiated 10-year US$100 million commitment to identify, train, mentor and fund 10,000 young African entrepreneurs across 54 African countries.

5) Vehement approach towards the introduction of one currency

Developmentally, attenuating measures have to be operationalized to plummet preponderance of economic encumbrances being faced by developing and lower-middle income countries. One of the vehement indispensable instrumentalities that needs to be operationalized is the introduction of one currency among trading blocs like Africa Continental Free Trade Area (AfCFTA) which is made up of 54 African countries, The Southern Common Market (MERCOSUR) and others.

This will help to facilitate trade among these countries to aggrandize trade transactions volumes, burgeoning employment creation, enhancing their standard of living and plummeting currency convertibility. Africa has 42 different currencies among these 54 African countries, currency convertibility costs the continent US$5billion annually.

Africa Continental Free Trade Area (AfCFTA) has done well with the introduction of The Pan-African Payment Settlement System (PAPSS). This is a centralized electronic payment system that allows member countries to pay for transactions among themselves with the use of their local currency without any currency convertibility. It is not a silver bullet to jettison the problem because it imposes financial charges on the users. With your smartness strategies, you can colonize the world by helping these trading blocs to implement one currency.

Robert Alexander Mundell, a Canadian economist, introduced the concept of trading blocs should use one currency. He is regarded as the "father" of the euro currency when he laid the groundworks for its introduction. Mundell was also known for the introduction of Mundell–Fleming model and Mundell–Tobin effect. He was a professor of economics at Columbia University and the Chinese University of Hong Kong. He received the Nobel Memorial Prize in Economic Sciences in 1999 for pioneering work in monetary dynamics and optimum currency areas.

With your smartness strategies, you can help towards implementing this idea among these trading blocs.

3.3 Summary of chapter

After thoroughly reading this chapter, you will understand that the following ways will help you to colonize the world with your smartness:

- Expressively, you can colonize this world by employing your smartness strategies towards helping developing and lower-middle income countries to adopt the American educational system for their educational sector to boost their productivity and the global economy. Employ your smartness strategies strongly advocating for these governments to adopt this to help their economies.
- With your zestfulness and energetic potentialities to colonize this world, employ your smartness strategies towards the introduction of effective economic management model and governance system which will be adopted by developing and lower-middle income countries to help them to speed up productivity of these countries.

- Operationalize your smartness strategies that will help governments to enhance their revenue-generating capabilities to raise enough funds towards rendering highly costly health diseases treatment free for economically disadvantaged personalities affected by these diseases especially in developing and lower-middle income countries.
- With your smartness help the world attenuate this exacerbating problem of unemployment to make your name a state of mind to the world. With your smartness strategies, help the world to implement entrepreneurship start-up capital. Employ your smartness strategies to enhance revenue generating capabilities of these governments to raise enough funds for this policy.
- With your smartness strategies you can colonize the world by helping trading blocs to implement the usage of one currency. In order to aggrandize their standard of living for culminating positive life development.

CHAPTER FOUR

ENHANCING THE SMARTNESS OF LEADERS FOR THE COMPETITION AHEAD

4.0 Introduction

Comprehensively, this chapter will help you to understand that when you sharpen the smartness of leaders with your profound agilities. It helps them to raise their performance to meet their expectation but never lower their performance to meet their expectation to make the world more complete. With your gravitational pull of conscientiousness and radical restructuring understand that, nobody can do it exactly like you. This chapter will help you to understand that, experience is not about what has happened to us but what we do with what has happened to us. This chapter is made up of two thematic areas: nobody can do it exactly like you and propitious ways of enhancing the smartness of leaders for the competition ahead.

4.1 Nobody can do it exactly like you

Monumentally, there is the need for you relentlessly let your country experience productive and competitive leadership-based management of the economy. Most importantly, this will not happen by accident and by chance, but instead it will happen by operationalizing proactive resurgence with your agilities to sharpen the smartness of your leaders (especially political leaders of developing and low-middle income countries). Make this part of your seismic responsibility to help your country to effectuate this, because nobody can do it exactly like you. You should not be oblivious of this fact that, we should not only huff and puff about the shambolic performance of our leaders (especially political leaders of developing and lower-middle income countries).

Instead, you should contribute towards sharpening their smartness, this will help them to raise their performance to meet their expectation but never lower their performance to meet their expectation. In order to make the world more complete with smart leaders that exhibit productive and competitive management of their economies.

When this is properly effectuated, it helps to build their experience towards enhancing their ideas generating capabilities and opportunity generating capabilities. Appreciate that, experience is not about what has happened to us but what we do with what has happened to us.

Sam Walton (American – Businessman) once said that;

"Outstanding leaders go out of their way to boost the self-esteem of their personality. If people believe in themselves, it's amazing what they can accomplish."

Wrap your mind around a venerated personality like Satoshi Nakamoto who developed and introduced Bitcoin. As part of the implementation, Nakamoto also devised the first blockchain database. Nakamoto was active in the development of bitcoin. Nakamoto published a white paper on the cryptography mailing list at metzdowd.com describing a digital cryptocurrency, titled "Bitcoin: A Peer-to-Peer Electronic Cash System". Even though the operationalization of the cryptocurrency is illegal, since its introduction it has directed the minds of most central bank governors and governments towards the implementation of digital currency.

Satoshi Nakamoto has sharpened the smartness of these leaders towards the development of Central Bank Digital Currency (CBDC) which is indeed a revolutionary approach for the global financial architecture. According to IMF, The Bahamas, Jamaica and Nigeria have already introduced CBDCs. And more than 100 countries are in the exploration stage. Central bankers in Brazil, China, the euro area, India and the United Kingdom are at the forefront. It is expected to facilitate easy financial transaction to boost the globally GDP over 6%.

Moreover, it is expected to open the door to financial services for 1.7 billion people without traditional bank accounts. Countries are expected to grow increasingly connected, facilitating trade and market integration. The real-world impact is significant.

4.2 Propitious ways of enhancing the smartness of leaders for the competition ahead

This section of the book expounds on propitious ways of enhancing the smartness of leaders for the competition ahead.

1) Paying workers in developing countries per hour

It is an incontrovertible fact that, you can help build the competitive integrated edge by sharpening the smartness of leaders of developing countries towards introducing a policy. That will work towards paying workers in these countries per hour and weekly payment instead of paying workers monthly. In advanced countries, workers are paid every hour they work and are paid well every week with very close supervision. This helps to aggrandize their productivity since they are paid well and on time.

Perspicuously, the payment of these workers every week give them quick access to liquidity that propel spending, production of goods and services, employment creation and faster development of these countries. As a matter of fact, you have a portentous role towards introducing smart ideas, strategies and approaches towards helping these governments to introduce such a policy to play a blistering and eclectic role towards its speedy development.

Albert Einstein (German – Physicist) once said that;

"All that is valuable in human society depends upon the opportunity for development accorded to the individual."

2) Building competitive market for international trade

Expansively, there is the need for you to demonstrate your proactive resurgence towards sharpening the smartness of leaders to build a competitive market for your country in international trade. This can happen when you are able to introduce innovative products for your country through which your country's leaders will sharpen their smartness. Towards introducing policies and approaches that will help to expand its production on the international trade. They can consolidate their gains in the international trade by channeling their synergies to aggrandize their exports earnings.

Extrapolate profound lessons from an inimitable personality like Abraham Karem who invented novel product like drone technology. He is regarded as the founding father of UAV (drone) technology. He founded Leading Systems Inc. in his home garage, where he started manufacturing his first drone. Later on, sophisticated Amber which eventually evolved into the famous General Atomics MQ-1 Predator drone was invented, which brought him the title of "Drone father". The Economist magazine described him as "the personality that created the robotic plane that transformed the way modern

warfare is waged and continues to pioneer other airborne innovations". His introduction of drone has helped to sharpen the smartness of his leaders towards introducing policies to enhance its production for the international trade.

3) Intensifying the practice of carbon farming

Ostensibly, think of sharpening the smartness of your leaders towards intensifying the practice of carbon farming in the agriculture sector especially in developing and lower-middle income countries. Among the vehement approaches being implemented in the global world towards attenuating climate change is the practice of carbon sequestration, which dwells on carbon farming (application of biochar on farm soil, planting of cover crops and others).

These staggering measures help towards retaining and absorbing carbon dioxide in the farm soil. Especially the application of biochar on farm soil helps to achieve the objective of carbon sequestration. That is mitigating climate change whiles increasing agricultural productivity to enhance farmers' return on their farm produce and improve their standard of living.

In advanced countries, this practice is intensified but in the case of developing and lower-middle income countries, this practice is less implemented. Sharpen the smartness of leaders from developing and lower-middle income countries by advocating smart strategies and approaches, they can implement towards intensifying this practice among these countries.

Bill Gates (American – Businessman) once said that;

"Climate change is a terrible problem, and it absolutely needs to be solved. It deserves to be a huge priority."

4) Free housing facilities to the aged and street children

Succinctly, sharpen the smartness of leaders of developing and lower-middle income countries towards the provision of housing facilities for the aged (penniless background) and street children. In advanced countries, governments provide free housing facilities to the aged whose children are not capable of providing houses for them. These people also receive food supplies and income support. This laudable initiative helps the citizenry to be patriotic reflecting in their productivity for their country. You have grandiose responsibility towards providing smart ideas, strategies and

approaches to leaders of developing and lower-middle income countries to raise funds towards financing the provision of housing facilities for the aged (economically disadvantaged), if possible, street children to enhance their sense of patriotism and productivity.

5) Introduction of novel financial service

Patently, one of the numerous ways as a citizen you can help sharpen the smartness of leaders is through initiating and implementing inventive ideas of novel financial service. This powerful and inventive ideas can be borrowed by governments and global leaders and implemented at the national and global level. Georges Frédéric Doriot was a French-American known for his prolific careers in military, academics, business and education.

In 1946, he introduced venture capital, hence he is regarded as the "father of venture capitalism". Since its introduction, it has helped plethora of governments in almost 196 countries to introduce policies towards its expansion to ignite the entrepreneurial agilities and resourcefulness towards building sustainable and smart entrepreneurial global companies.

Georges Frédéric Doriot has contributed towards sharpening the smartness of global leaders to introduce policies towards its expansion.

4.3 Summary of chapter

After thoroughly reading this chapter, you will understand that the following ways will help you to enhance the smartness of leaders for the competition ahead:

- Expressively, you have a portentous role to play towards introducing smart ideas, strategies and approaches towards helping governments of developing countries to introduce a policy where workers are paid every hour worked and receive their salary at the end of the week.
- Expansively, there is the need for you to demonstrate your proactive resurgence towards sharpening the smartness of leaders to build a competitive market for their country in international trade. This can happen when you are able to introduce innovative products for your country.
- Ostensibly, think of sharpening the smartness of your leaders towards intensifying the practice of carbon farming in the

agriculture sector especially that of developing and lower-middle income countries.

- Succinctly, you have grandiose responsibility towards providing smart ideas, strategies and approaches to leaders of developing and lower-middle income countries to raise funds towards financing the provision of housing facilities for the aged (economically disadvantaged).
- Patently, one of the numerous ways as a citizen you can help sharpen the smartness of leaders is through initiating and implementing novel financial services. This powerful and inventive ideas can be borrowed by governments and global leaders and implemented at the national and global level.

ABOUT THE AUTHOR

Bismark Osei, the author of this book, is an economist lecturer and currently PhD candidate at the university of Ghana (department of economics). He obtained his first degree in economics (BA Economics) and second degree in economics (MPhil Economics) from Kwame Nkrumah University of Science and Technology, Ghana. He also has 8 certificates courses from; Yale university, university of California, university of Florida, university of Geneva and university of Tokyo. He is united in wedlock with Diana Cobbinah Osei with two children (Mishkin and Stieglitz).

He has to his credit 25 published books available at Amazon kindle and Gumroad;

- It will be impossible to have this world, without you
- Preparing your child for life realities
- Your marriage will be a state of mind to the world
- Gold medals are not made of gold but determination
- Making hundred friends is not a miracle
- Leaders of generational thinkers
- Tithing connects you to the bank of heaven

- Prayer is the spiritual currency for heavenly transactions
- If it is not late for faith, it is not late for GOD
- If you can dream it, you can do it
- Integrity is a principle that never fails
- Time is a capital GOD has given to us to invest in ourselves.
- There is something inside you, the world is in need of
- Building your competitiveness in a crowded planet
- Imposing your brilliance by leapfrogging in productivity
- Enhancing your opportunity generating capabilities
- Jettisoning global unemployment
- Igniting your entrepreneurial agilities
- Attenuating measures to plummet climate change
- Enhancing your decision-making abilities
- Enhancing your risk-taking abilities
- Growing with the cloud of luminaries and connoisseurs
- Building yourself as self-made millionaire
- Smarter than the whole level of competition put together

ABOUT THE BOOK

Smartness is a transmission mechanism helping you to efficaciously convert your mental blocks to building blocks (palpable achievements). Appreciate overridingly that, it will be impossible to have this world without you through your seismic smartness. Towards achieving transcendental impactfulness and impeccabilities to grow with the cloud of luminaries and connoisseurs.

This book **(Smarter than the level of competition put together**) addresses these appurtenant issues: sharpening your smartness to shape the direction of the competition for monumental legacy of excellence, potential to reach millions with your smartness and be an answer to the cry of millions, you are the diamond the world is waiting for your transcendental impactfulness to trumpet your achievements, irresistible surge towards efficaciously operationalizing your smartness to transform yourself as self-made millionaire, resourcefulness of generational thinkers and achievers to build your competitiveness anchored on panoramic smartness, engineering your mind with substantial values to create your

personal world with rebalancing of explosiveness and other relevant issues.